



We know Insurance Salvage

Hilco Global APAC have been helping insurance professionals for 25 years, to understand the value of assets under risk, navigating local and global markets to appraise and monetise those assets. We are differentiated by our ability to act as advisor, agent, investor or principal in any transaction. Together with AAS, we have monetised over \$100M of assets annually in the APAC region, and provide loss recoveries in excess of \$50M in the last 3 years.

As part of the Hilco Global group, our network gives you unrivalled access to hundreds of professionals worldwide who understand the value of assets better than anyone else. With a broad range of services under one roof, we help make even the most complex asset decisions simple.



Valuation & Diligence

- M&E Appraisals
- Inventory Appraisals
- Enterprise Valuations



Monetisation

- Auction Services
- Wholesale Trading
- Local & Global Asset Remarketing



Advisory

- Capital Solutions
- Insurance Loss Recovery

Serving clients on five continents



ASIA PACIFIC - Singapore, Hong Kong, Bangkok, Seoul, Jakarta, Manila

SPAIN - Madrid

MEXICO - Mexico City

AUSTRALIA - Melbourne, Sydney

NETHERLANDS - Amsterdam

US - Boston, Chicago, Detroit, Grand Rapids, Los Angeles, Philadelphia, New York

CANADA - Toronto

UK - London, Leeds

IRELAND - Dublin

Unrivalled global expertise in valuing and monetising assets

\$1+ Billion

Asset Sales

206+ Countries

Via our marketing reach

2M+ Buyers

Globally with HilcoBid

1800+ Projects

Asset Disposition per year

\$125+ Billion

Assets Valued Globally

The world's largest network of asset experts, offering advice, solutions and 25 years of know-how to maximise loss recovery on your insurance claim

Hilco Global has extensive experience in all industry segments,



Mining



Civil & Construction



Engineering & Manufacturing



Transport & Logistics



Home & Lifestyle



Agriculture & Food Production



Auto & Aviation



Marine Hull

Monetisation solutions that share risk and reward

We recognise that no two projects are the same. Being able to act as advisor, agent, investor or principal in any transaction means we can provide tailored solutions from guarantees to outright purchases based on your needs.

Experience you can rely on

With our Salvage team, you receive 25 years of dedicated experience servicing the insurance industry from niche products to large scale recovery and monetisation programs

Global Access to Buyers and Sellers

Through the Hilco global network, we can take assets to the market locally and globally. With over 2 million buyers and sellers globally.

Hundreds of Asset Professionals Worldwide

Being part of the Hilco Global network means you have access to hundreds of asset professionals from valuation to specialist industry consultants, giving you confidence in the knowledge that your recovery will be maximised.

Local Expertise. Global Reach the Asset Smarter way.

Want to know more? Visit hilcoapac.com or speak directly to your key contact.

Your Salvage Specialists

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Asia Pacific Offices

Melbourne

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Manila

Singapore

Penang

Unreserved Auction

MONSTER SALE

\$2m_{RRP}
Unreserved
insurance
claim

New in box & ex-display

I'm looking for...

Q Search

Large Appliances, Furniture, TVs, IT,
AV Equipment & much more...



Case Study Insurance Loss Recovery

Returned 50-60% RRP to vendor

Client Needs

An insurer presented our team with a claim arising from an imported container infestation of a beetle that would pose a threat to Australian agriculture.

After fumigation, the insured (retailer) refused acceptance of goods, and Hilco Global APAC was instructed to sell the stock to mitigate insurance losses.

This claim was complex due to multiple insurers across various cross claims resulting from the one incident, involving over 2000 TV, audio, IT and appliances.

Hilco Global APAC Solution



Excess Stock

Instructed by multiple insurers to sell stock subject to insurance claim



Financial

Media was alerted to the story and this was run on national prime time news



Sale Analysis

Sale set up as an unreserved auction



Advertising

National Media Coverage along with a digital advertising campaign



Case Study

Insurance Loss Recovery

Campaign Highlights



Users 372,058	New Users 364,615	Sessions 686,628
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Appliances and electronics being sold at bargain prices due to beetle infestation

Hannah Goodall • sunrise • Published: 25/10/2020 • Updated: 26 October 2020 9:18 AM



30 Days - Valuation to sale



55% RRP on sale



687K sale views



Buyers Nationally

Local Experience. Global Reach the Asset Smarter way.

Want to know more? Visit hilcoapac.com or speak directly to your key contact.



Contact Hilco APAC



For more information head to hilcoapac.com